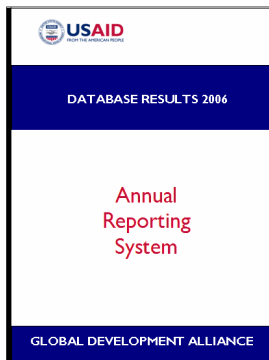




May 2007

GLOBAL DEVELOPMENT ALLIANCES **THE DEVELOPMENT FRONTIER**

GDA Growth Trends Continue Strong in 2006



Preliminary analysis of the latest 2006 reporting shows that more than 500 alliances have been formed since the GDA was founded in 2001. These 2006 data also record more than 100 new alliances created last year. Of those new alliances formed in 2006, the majority were valued at over \$1 million. GDA now has a partner network of more than 1,800 alliance partners overall. USAID has invested a total of \$1.5 billion to date while partner resources invested amount to more than \$4.8 billion, generating an average of 3:1 in leveraged partner resources. The significance of leveraged funds means that USAID can maximize development impact while influencing the direction of private

investment in the developing world.

EuroChem GDA: A Model for Russian Corporate Social Responsibility



Russian companies are increasingly trying to make their social outreach more professional. For that, they are increasingly relying on international development agencies that have both the program management knowledge and the vast resources of NGO contacts across Russia. When EuroChem wanted to make its social investments more strategic and effective, it decided to partner with USAID in Russia. USAID has invested more than \$2 billion in design, testing, and pilot implementation of development models across various economic sectors during its 15 years in Russia. A development program in the small Russian city of Nevinnomyssk in Stavropol Krai has shown early success and is quickly becoming a flagship project for GDAs in Russia. EuroChem, one of the top 10 global fertilizer producers, wanted to actively engage communities it serves.

In May 2006, Terry Myers, mission director USAID/Russia and Kirill Kravchenko, administrative director of EuroChem, signed an agreement for a \$1.3 million alliance to improve the quality of life in Nevinnomyssk. The alliance promotes healthy lifestyles, develops agriculture, and encourages the local community to protect the environment. Two local NGOs, Healthy Russia and the Fund for Sustainable Development, helped to

design and implement the pilot programs, including bettering the environment in child care centers and improving air quality and drinking water.



This alliance is the first in the Stavropol Krai region to be launched with a private company. Its success serves as a model for other Russian companies seeking to further develop their community outreach programs. Today, the partnership between EuroChem and USAID has expanded beyond Nevinnomyssk. EuroChem regularly approaches USAID when it needs advice on anticipated social investment in other parts of Russia; the alliance continues to expand its value for both parties.

New GDA in Nigeria Focuses on Education



Kansas State University's College of Business (K-State Business) has forged a relationship with the University of Lagos in Nigeria. As reported by *The Economist*, in its May 14 edition, USAID has awarded K-State Business a grant of \$500,000 to strengthen business education in the West African country. K-State Business intends to fund faculty and curriculum development for both undergraduate and graduate business programs at the University of Lagos over the next three years.

According to K-State Business, Nigeria's once-pioneering business education programs have fallen behind in a rapidly changing business environment. K-State Business initially plans to build a new curriculum, realigning it with private-sector needs. Additionally, the university will bring Nigerian faculty to its campus for conferences, workshops, and seminars, and will improve career services.

Oil-rich Nigeria is Africa's most populous country and second largest economy. K-State Business views Nigeria's volatility as a challenge that only strengthens its desire to teach a more rigorous approach to corporate social responsibility. As the US looks to Nigeria to provide as much as one-tenth of its oil needs, investing in the country's future business leaders makes sound economic sense.

Laptop Alliance Pilot Program Launched in Guatemala



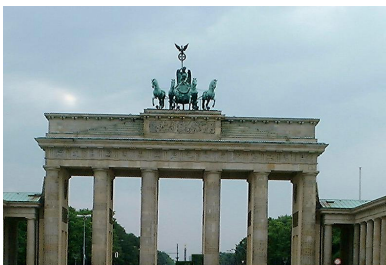
On May 6 2007 USAID/Guatemala launched the One to One program to pilot laptops in primary school classrooms. Part of the "Opening the Future" eight-year strategy to bring technology to public schools in Guatemala, this pilot program brings together the Guatemalan Ministry of Education, Intel, Microsoft, and USAID. The Internet has the ability to profoundly impact people's lives, yet fewer than 10 percent of people in developing countries have reliable access to computers. One hundred of Intel's Classmate PCs – a small, kid-friendly, lightweight laptop – will be given to individual fifth-grade students to be used in the classroom as a teaching and learning tool. The learning benefits of the first 100 computers will be evaluated through USAID's Education Standards and Research Program. After the evaluation analysis, the Ministry of Education will decide whether to expand the program throughout

Guatemala. Intel is donating some of the laptops and Microsoft is providing the software.

USAID Participates in Public-Private Partnership Conference in Berlin



On May 3-4, Acting GDA Business Model Director Jim Thompson attended a conference organized by the Global Public Policy Institute in Berlin, Germany. The conference, entitled "Engaging Business in Development", sought to achieve three objectives: to share the key results of the BMZ International Benchmarking Study conducted by GPPi; to exchange best practices and new ideas on partnership approaches in development cooperation; and finally, to provide an opportunity to explore the potential for joint donor initiatives and improved donor coordination. Several donor models were presented, providing participating



donors with a better understanding of different approaches to achieving development impact. However, USAID's GDA model remains at the forefront of partnership best practices, with its more than 500 alliances, and nearly \$5 billion in leveraged funding from private-sector partners. The conference drew approximately 35 participants, including representatives from the World Bank, the Canadian Development Agency, and several European donors.

Jamaica Farms Agribusiness Alliance



Jamaica's economy has experienced limited growth since 1995, contributing to civil unrest and increasing crime rates. Rural communities that rely on agriculture have been particularly hard hit, exacerbated by the ongoing need to compete for local markets with foreign producers.

The Jamaica Farmers Access to Regional Markets (Jamaica FARMS) alliance focuses on introducing new technologies in affordable, hurricane-resistant high tunnel greenhouses, and building relations between sellers and purchasers. It first identifies ready markets and then works back to engage producers to supply these markets as a business in a supply chain.

The alliance helps growers improve product quality and quantity per unit cost, reduces risk, and creates stability in a high-risk industry. This groundbreaking alliance brings together progressive Jamaican agribusinesses with USAID and the Citizens Development Corporation in an ambitious 18-month pilot, initiated in July 2006. The initiative has also established important links with financial services, training, and community-based organizations that support rural development.

The Jamaica FARMS alliance has created new markets, improved production technology, improved shelf life of crops, and established a road map for greater revenue. The alliance has provided contract growers with access to markets and shown them productive new methods of doing business, increasing profit, and creating jobs.

Conserving the Amazon Basin



To support the expansion of sustainable business in the Amazon, USAID has funded the Amazon Basin Conservation Initiative (ABCI), a five-year, \$65 million program involving more than 30 different organizations. ABCI is one of the Amazon's first region-wide, multiple-country conservation initiatives. The Rainforest Alliance's role in the ambitious project is to expand the adoption of certification as a conservation tool, working in collaboration with partner groups *Fundación Natura* and *Conservación y Desarrollo*. The Rainforest Alliance's Certified Sustainable Products Alliance is a USAID-funded project in Central America and Mexico oriented to promote the certification and marketing of four key products: coffee, bananas, pineapples, and timber. USAID's grant will allow the Rainforest Alliance to apply its 20 years of experience in improving livelihoods, creating market linkages, and protecting fragile and diverse ecosystems in the Amazon Basin.

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